

## Message Text

UNCLASSIFIED

PAGE 01 STOCKH 03205 031335Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----062227 031338Z /46

P R 031114Z AUG 77  
FM AMEMBASSY STOCKHOLM  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 1238

UNCLAS STOCKHOLM 3205

E.O. 11652: N/A  
TAGS: BEXP, SW  
SUBJECT: ADS REQUEST: DEA EQUIPMENT DIV., PHILIP A. HUNT CHEMICAL  
CORP., TEMPE ARIZONA

THE FOLLOWING FIRM IS INTERESTED IN THIS ADS PROPOSAL:

1. ABEMI, AB MATERIEL-IMPORTEN  
GORAN PERSSONS VAG 9  
S-171 55 SOLNA, SWEDEN  
CONTACT: MR. CARL-OLOV RINDSTAL  
TELEPHONE: 08/730 07 90  
TELEX: 11457 ABEMISO S

THIS MEDIUM-SIZED IMPORTER/AGENT/DISTRIBUTOR OF COMPONENTS, SEMI-  
PRODUCTS, AND EQUIPMENT FOR THE ELECTRONIC, ELECTRIC, AND MOTOR/  
TRANSFORMER INDUSTRIES WAS ESTABLISHED IN 1947, HAS ABOUT 27  
EMPLOYEES, AND SALES TURNOVER OF APPROXIMATELY SKR 7 MILLION. IT  
HAS SALES OUTLETS IN DENMARK (COPENHAGEN AND AARHUS), NORWAY  
(OSLO), FINLAND (HELSINKI), AND SWEDEN (MALMO AND STOCKHOLM). THE  
FIRM IS FINANCIALLY SOUND AND HAS NO ADVERSE RECORD IN CREDIT  
TRANSACTIONS.

COMMENT: ABEMI AT PRESENT REPRESENTS RESCO, THE  
ITALIAN MANUFACTURER OF SIMILAR PRODUCTS, BUT WANTS  
TO FIND MORE TECHNICALLY ADVANCED PRODUCTS AND  
IS THEREFORE VERY INTERESTED IN DEA'S PROPOSAL.  
ACCORDING TO MR. RINDSTAL DEA HAS PREVIOUSLY BEEN  
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REPRESENTED IN SWEDEN BY ONE OF ABEMI'S COMPETITORS,  
PC TRADING. ABEMI WOULD LIKE TO KNOW DEA'S REASON FOR  
DISCONTINUING THIS REPRESENTATIONSHIP AND  
ABOUT DEA'S EXPERIENCE OF EXPORT TO EUROPE. DURING  
A MEETING AUGUST 9-10 WITH AFFILIATED FIRMS IN NORWAY,  
DENMARK AND FINLAND NEW PRODUCTS WILL BE DISCUSSED AND  
ABEMI WOULD THEREFORE APPRECIATE OBTAINING MORE INFORMATION

ABOUT DEA'S MARKETING PLANS IN SCANDINAVIA AS SOON AS POSSIBLE.

2. A NUMBER OF AGENTS/DISTRIBUTORS HAVE BEEN CONTACTED ON BEHALF OF DEA EQUIPMENT DIVISION. THIS IS THE ONLY REPLY WE HAVE OBTAINED SO FAR, DUE TO THE FACT THAT MOST SWEDISH FIRMS ARE CLOSED FOR VACATION OR OPERATE WITH SKELETON STAFFS DURING JULY. WE WILL REPORT ANY POSITIVE REPLIES OR WORTHWHILE COMMENTS AS SOON AS POSSIBLE.

APPROVING OFFICER: ECCON:CA:VEOLSON  
PREPARED BY: ECON/CA:GLANDER.  
PERRY

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Original Handling Restrictions:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
**Subject:** ADS REQUEST: DEA EQUIPMENT DIV., PHILIP A. HUNT CHEMICAL CORP., TEMPE ARIZONA THE FOLLOWING FIRM IS INTERESTED IN THIS ADS PROPO  
**TAGS:** BEXP, SW  
**To:** COM  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009